

Dealmakers Impact Report 2018

By Robert Marich



Calabrese:
Global Chair of Entertainment,
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Bruington:
Partner

Deutsch:
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Haymer:
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Calabrese sees media/entertainment negotiations these days like a poker game in that players have to decide which cards to give up and which to retain. With Hollywood’s ecosystem in flux, he says that negotiation parties are “striking the balance between the rights you are getting or giving versus the rights you will wish you had five to 10 years from now.” The industry is roiled by the integrated content producers that also deliver direct to consumer. Calabrese notes that entertainment media seems to get upended every five to seven years by some seismic change in industry fundamentals. He advises on capital formation, distribution and licensing agreements across the entertainment and sports industries. Bruington specializes in finance matters. Deutsch serves as counsel to companies and advises on media start-ups. Haymer works in M&A, securities and partnerships in entertainment and sports. Offsay handles Hollywood studios, TV networks and entertainment financiers. London-based Savill advises film and TV companies. Their clients include Warner Bros., MGM, A24, beIN Media/Miramax, Hideaway Entertainment, Hollywood Foreign Press Assn., Intl. Olympic Committee, Lionsgate, Netflix, New Republic Pictures, Raine Group and Skydance Media.